

For Six Month Period Ending 30 JUN 1997
(Insert date)

I - REGISTRANT

1. (a) Name of Registrant Bermuda Department of Tourism (b) Registration No. 00430
- (c) Business Address(es) of Registrant 310 Madison Avenue, Suite 201, New York, NY 10017
44 School Street, Suite 1010, Boston, MA. 02108
150N. Wacker Drive, Suite 1070, Chicago, IL. 60606
245 Peachtree Center Avenue, Suite 803, Atlanta, GA. 30303

2. Has there been a change in the information previously furnished in connection with the following:

- (a) If an individual:
- | | | |
|-----------------------|------------------------------|-----------------------------|
| (1) Residence address | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (2) Citizenship | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (3) Occupation | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
- (b) If an organization:
- | | | |
|--------------------------|------------------------------|--|
| (1) Name | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
| (2) Ownership or control | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
| (3) Branch offices | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
- (c) Explain fully all changes, if any, indicated in items (a) and (b) above.

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, AND 5(a).

3. If you have previously filed Exhibit C¹, state whether any changes therein have occurred during this 6 month reporting period.

Yes ☒ No ☒

If yes, have you filed an amendment to the Exhibit C? Yes ☒ No ☒

If no, please attach the required amendment.

1 The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, and by laws of a registrant that is an organization. (a waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, U.S. Department of Justice, Washington, D.C. 20530.)

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4. (a) Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name	Position	Date Connection Ended
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- (b) Have any persons become partners, officers, directors or similar officials during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Date Assumed
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5. (a) Has any person named in item 4(b) rendered services directly in furtherance of the interests of any foreign principal? Yes ☐ No ☒

If yes, identify each such person and describe his service.

- (b) Have any employee or individuals, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting? Yes ☒ No ☐

If yes, furnish the following information:

Name	Position or connection	Date terminated
Paul L. Zar	Director of Sales, N.A.	June 30, 1997

- (c) During this six month reporting period, has the registrant hired as employees or in any other capacity, any persons who rendered or will render services to the registrant directly in furtherance of the interests of any foreign principal(s) in other than a clerical or secretarial, or in a related or similar capacity? Yes ☐ No ☒

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Date Assumed
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6. Have short form registration statements been filed by all of the persons named in Items 5(a) and 5(c) of the supplemental statement? Yes ☒ No ☐

If no, list names of persons who have not filed the required statement.

II - FOREIGN PRINCIPAL

7. Has your connection with any foreign principal ended during this 6 month reporting period?

Yes ☐No ☒ X

If yes, furnish the following information:

*Name of foreign principal**Date of termination*

8. Have you acquired any new foreign principal² during this 6 month reporting period?

Yes ☐No ☒ X

If yes, furnish following information:

*Name and address of foreign principal**Date acquired*

9. In addition to those named in Items 7 and 8, if any, list foreign principals² whom you continued to represent during the 6 month reporting period.

10. **EXHIBITS A AND B**

(a) Have you filed for each of the newly acquired foreign principals in Item 8 the following:

Exhibit A ³	Yes <input checked="" type="checkbox"/> X	No <input checked="" type="checkbox"/> X
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Exhibit B ⁴	Yes <input checked="" type="checkbox"/> X	No <input checked="" type="checkbox"/> X
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If no, please attach the required exhibit.

(b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period? Yes ☐ No ☒ X

If yes, have you filed an amendment to these exhibits? Yes ☐ No ☐

If no, please attach the required amendment.

2 The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a) (9)). A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

3 The Exhibit A, which is filed on form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.

4 The Exhibit B, which is filed on Form CRM-155 (Formerly OBD-65) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

III - ACTIVITIES

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11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 7, 8, and 9 of this statement? Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail your activities and services:

See Attached

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12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity⁵ as defined below?

Yes ☐ No ☒

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places, of delivery, names of speakers and subject matter.

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13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals? Yes ☐ No ☐

If yes, describe fully.

⁵ The term "political activities" means any activity that the person engaging in believes will, or that the person intends to, in any way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting or changing the domestic or foreign policies of the United States or with reference to political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

IV - FINANCIAL INFORMATION**14. (a) RECEIPTS-MONIES**

During this 6 month reporting period, have you received from any foreign principal named in Items 7, 8, and 9 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes ☒ No ☐

If no, explain why.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies⁶

Date	From Whom	Purpose	Amount
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SEE ATTACHED SCHEDULE

Total

(b) RECEIPTS - FUND RASING CAMPAIGN

During this 6 month reporting period, have you received, as part of a fund raising campaign⁷, any money on behalf of any foreign principal named in items 7, 8, and 9 of this statement? Yes ☐ No ☒

If yes, have you filed an Exhibit D to your registration? Yes ☐ No ☐

If yes, indicate the date the Exhibit D was filed. Date _____.

(c) RECEIPTS-THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁹ other than money from any foreign principal named in Items 7, 8, and 9 of this statement, or from any other source, for or in the interests of any such foreign principal?

Yes ☐ No ☒

If yes, furnish the following information:

Name of foreign principal	Date received	Description of thing of value	Purpose
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^{6, 7} A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. (See Rule 201(e).)

⁸ An Exhibit D, for which no printed form is provided, sets forth an account of money collected or received as a result of a fund raising campaign and transmitted for a foreign principal.

⁹ Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) DISBURSEMENTS-MONIES

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign named in Items 7, 8, and 9 of this statement? Yes ☒ No ☐

(2) transmitted monies to any such foreign principal? Yes ☐ No ☐

If no, explain in full detail why there were no disbursements made on behalf of any foreign principal.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

Date	To Whom	Purpose	Amount
------	---------	---------	--------

PLEASE SEE ATTACHED SCHEDULES FOR LIST OF OPERATIONAL
EXPENSES

Total

(b) **DISBURSEMENTS-THINGS OF VALUE**

During this 6 month reporting period, have you disposed of anything of value¹⁰ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in Items 7, 8, and 9 of this statement?

Yes ☐No ☒

If yes, furnish the following information:

Date disposed	Name of person to whom given	On behalf of what foreign principal	Description of thing of value	Purpose
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(c) **DISBURSEMENTS-POLITICAL CONTRIBUTIONS**

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value¹¹ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes ☐No ☒

If yes, furnish the following information:

Date	Amount or thing of value	Name of political organization	Name of candidate
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^{10, 11} Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks" and the like.

V - INFORMATIONAL MATERIALS

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any informational materials¹²?
 Yes ☐ No ☒

IF YES, RESPOND TO THE REMAINING ITEMS IN SECTION V.

17. Identify each such foreign principal.

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating informational materials?
 Yes ☒ No ☒

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of informational materials include the use of any of the following:

- | | | | |
|---|---|--|---|
| <input type="checkbox"/> Radio or TV broadcasts | <input type="checkbox"/> Magazine or newspaper articles | <input type="checkbox"/> Motion picture films | <input type="checkbox"/> Letters or telegrams |
| <input type="checkbox"/> Advertising campaigns | <input type="checkbox"/> Press releases | <input type="checkbox"/> Pamphlets or other publications | <input type="checkbox"/> Lectures or speeches |
| <input type="checkbox"/> Other (specify) _____ | | | |

20. During this 6 month reporting period, did you disseminate or cause to be disseminated informational materials among any of the following groups:

- | | | |
|--|---|---|
| <input type="checkbox"/> Public Officials | <input type="checkbox"/> Newspapers | <input type="checkbox"/> Libraries |
| <input type="checkbox"/> Legislators | <input type="checkbox"/> Editors | <input type="checkbox"/> Educational institutions |
| <input type="checkbox"/> Government agencies | <input type="checkbox"/> Civic groups or associations | <input type="checkbox"/> Nationality groups |
| <input type="checkbox"/> Other (specify) _____ | | |

21. What language was used in the informational materials:

- ☐ English ☐ Other (specify) _____

22. Did you file with the Registration Unit, U.S. Department of Justice a copy of each item of such informational materials disseminated or caused to be disseminated during this 6 month reporting period? Yes ☐ No ☒

23. Did you label each item of such informational materials with the statement required by Section 4(b) of the Act? Yes ☐ No ☒

12 The term informational materials includes any oral, visual, graphic, written, or pictorial information or matter of any kind, including that published by means of advertising, books, periodicals, newspapers, lectures, broadcasts, motion pictures, or any means or instrumentality of interstate or foreign commerce or otherwise. Informational materials disseminated by an agent of a foreign principal as part of an activity in itself exempt from registration, or an activity which by itself would not require registration, need not be filed pursuant to Section 4 (b) of the Act.

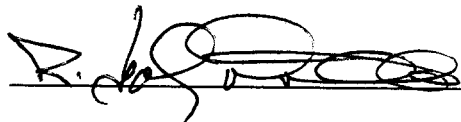
VI--EXECUTION

In accordance with 28 U.S.C. § 1746, the undersigned swear(s) or affirm(s) under penalty of perjury that he/she has (they have) read the information set forth in this registration statement and the attached exhibits and that he/she is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his/her (their) knowledge and belief, except that the undersigned make(s) no representation as to truth or accuracy of the information contained in the attached Short Form Registration Statement(s), if any, insofar as such information is not within his/her (their) personal knowledge.

(Date of signature)

August 14~~th~~ 1997

(Type or print name under each signature¹³)



R. Toby Dillas

Director of Sales, N.A.

Subscribed and sworn to before me at
Boston, Suffolk County, Massachusetts This 14th day of
August 1997

My Commission Expires: 10-14-99



13 This statement shall be signed by the individual agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions, if the registrant is an organization, except that the organization can, by power of attorney, authorize one or more individuals to execute this statement on its behalf.

UNITED STATES DEPARTMENT OF JUSTICE
REGISTRATION UNIT
CRIMINAL DIVISION
WASHINGTON, D.C. 20530

NOTICE

Please answer the following questions and return this sheet in triplicate with your supplemental statement:

1. Is your answer to Item 16 of Section V (Political Propaganda - page 7 of Form CRM-154, formerly Form OBD-64 - Supplemental Statement):

Yes _____ or No XXX

(If your answer to question 1 is "yes" do not answer question 2 of this form.)

2. Do you disseminate any material in connection with your registration:

Yes XXX or No _____

(If your answer to question 2 is "yes" please forward for our review copies of all such material including: films, film catalogs, posters, brochures, press releases, etc. which you have disseminated during the past six months.)

R. Toby Dillas
Signature

August 14th 1987
Date

R. Toby Dillas

Please type or print name of signatory on the line above

Director of Sales , North America
Title

Registrant: Bermuda Department of Tourism
Registration#: 430

The following persons in your organization filed short form registration statements on the date indicated by each name. These short forms are still in an active status. Please review and update where appropriate.

Date Filed	Name	Current Role	Termination Date?
7/03/47	Margaret Ackman Shaw	n/a	Unknown
6/02/81	Garth Z. Pedro		
8/14/86	Michael Outerbridge		
8/14/86	Lauren Woolridge		
8/14/86	Jerome P. Welch		
8/14/86	William K. Gutteridge		
7/30/87	Dianne Carlson		
2/05/88	Paul L. Zar		
8/01/88	W. Glenn Bean		
8/01/88	Jenefer Brimmer		8/31/93
8/01/89	Reginald C. Toby Dillas		
8/01/89	Richard C. Eve		
2/06/90	John Manuel Ponta Garca		
8/13/90	Diana Marie Adams	Regional Manager	10/31/92
7/31/91	Karin Angelyn Darrell		
1/1/88	Darlene Olivia Ming	Asst. Mgr. - Sales	



Bermuda

Department of Tourism

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<u>Date File</u>	<u>Name</u>	<u>Current Role</u>	<u>Termination Date</u>
6/2/81	Garth Z. Pedro-Peters	Regional Sales Manager	
8/14/86	Michael Outerbridge	Asst. Manager Sales	
8/14/86	Lauren Woolridge	Regional Sales Manager	
8/14/86	Jerome P. Welch	Asst. Manager Sales	
8/14/86	William. K. Gutteridge	Regional Sales Manager	moved to Canada
7/30/87	Dianne Carlson	Manager- Group & Incent.	
2/5/88	Paul L. Zar	Director of Sales, N.A.	30-Jun-97
8/1/88	W. Glenn Bean	Area Sales Manager	
8/1/88	Jenefer Brimmer	Account Executive	8/31/93
8/1/89	Reginald C. Toby Dillas	Director of Sales,N.A.	
2/6/90	John Manuel Ponta Garca	Regional Sales Manager	10/31/92
8/13/90	Diana Marie Adams	Asst. Manager Sales	
7/31/91	Karin Angelyn Darrell	Account Executive	
1/1/88	Darlene Olivia Ming	Asst. Manager Sales	1993
1/24/94	Patti Jean Pitt	Asst. Manager Sales	

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January 8, 1997 - January 8, 1997

Hosted a Bermuda presentation to Go Go Tours office in Ft. Lauderdale, FL by Garth Peters. 15 agents attended, literature disseminated.

January 9, 1997

Participated in Travel Outlet Travel show, held at the Country Inn Harwich, MA by D. Adams. 250 consumers attended, literature disseminated.

January 10, 1997 - January 12, 1997

Participated in Vacation World, Bay Side Expo Center, Boston, MA by G.Bean, D.Adams, & R.T.Dillas. 5,000 consumers attended, literature disseminated.

January 15, 1997

Participated in Tuttle Travel Vacation Show, Hyannis Regency Inn, Hyannis, MA by D. Adams. 200 consumers attended literature disseminated.

January 25, 1997

Participated in Van Zile Travel Agency '97 Expo, Rochester, NY by Patti Jean Pitt. 3,000 people attended, literature disseminated.

January 28, 1997

Presented a Bermuda Educational Seminar at the Ritz Carlton, St. Louis, MO by L. Woolridge & T. MacDonald. 103 travel agents attended, literature disseminated and video shown.

January 29, 1997

Presented a Bermuda Educational Seminar at the Ritz Carlton, Cleveland, OH by L. Woolridge & T. MacDonald. 41 travel agents attended, literature disseminated and video shown.

January 30, 1997

Presented a Bermuda Educational Seminar at the Fairlane Club, Dearborn, MI by L. Woolridge & T. MacDonald. 58 travel agents attended, literature disseminated and video shown.

February 1, 1997

Participated in King Travel Trade Show, Lake Geneva, WI by T. MacDonald. 501 people attended, literature disseminated.

February 4, 1997

February 4, 1997

Presented a Bermuda Educational Seminar at the Colonial Hilton Hotel, Wakefield, MA, R.T.Dillas, D.Adams,G.Bean, H.Cronis, M. O'Brien. 83 Travel agents attended, literature disseminated, video "let Yourself Go" viewed.

Presented a Bermuda Educational Seminar at the Holiday Inn Hurstbourne, Louisville, KY by L. Woolridge & T. MacDonald. 49 travel agents attended, literature disseminated and video shown.

February 5, 1997

Presented a Bermuda Educational Seminar at the Westin Hotel, Chicago, IL by L. Woolridge & T. MacDonald. 74 travel agents attended, literature disseminated & video shown.

February 6, 1997

Presented a Bermuda Educational Seminar at the Hotel Sofitel, Rosemont, IL by L. Woolridge & T. MacDonald. 76 travel agents in attended, literature disseminated and video shown.

February 8, 1997 - February 8, 1997

Participated in a Trade Show at Benton Convention Center in Winston-Salem, NC by Jerry Welch & Garth Peters. 310 agents attended, literature disseminated.

February 11, 1997

Presented a Bermuda Educational Seminar at the Omaha Marriott, Omaha, NB by L. Woolridge & T. MacDonald. 29 travel agents attended, literature disseminated.

Present a Bermuda Educational Seminar at the Ritz Carlton, Kansas City, MO by L. Woolridge & T. MacDonald. 29 travel agents attended, literature disseminated.

February 12, 1997

Hosted a Bermuda Educational Seminar at the Ritz Carlton Pentagon City, Arlington, VA by Michael Outerbridge. 120 travel agents, literature disseminated.

February 13, 1997 - February 13, 1997

Presented a Bermuda Educational Seminar at the J.W. Marriott in Atlanta, GA by Garth Peters & Jerry Welch. 108 agents were in attendance. Literature disseminated.

February 15, 1997

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February 15, 1997

Participated in Dive Show 97 at the Holiday Inn, Middleboro, MA by D.Adams. 200 consumers attended, literature disseminated.

February 18, 1997

Presented a Bermuda Educational Seminar at Middlessex Community College, Burlington, MA by D. Adams. 15 students attended, literature disseminated, slide presentation.

February 25, 1997

Participated in Austin Travel Trade Show at Huntington Hospital, Melville, N.Y. by Patti Jean Pitt. 100 people, literature disseminated.

March 3, 1997 - March 4, 1997

Participated in the Resorts Show/Corporate Travel World, New York Hilton Hotel, New York City by Mary Castro. Approximately 59 meeting planners and travel agents visited booth, literature disseminated.

March 6, 1997 - March 6, 1997

Attended trade show at Holiday Inn in Roswell, GA., by Garth Peters. 115 people attended, literature disseminated.

Attended trade show at Holiday Inn in Roswell, GA., by Garth Peters & Jerry Welch. 115 people attended, literature disseminated.

March 11, 1997

Hosted Bermuda Educational Seminar at the Rochester Marriott Thruway, Rochester, N.Y. by P. Pitt. 60 people, literature disseminated.

Presented a Bermuda Educational Seminar at the Holiday Inn, Concord, NH. by R.T.Dillas & D. Adams. 68 travel agents attended, literature disseminated, slide presentation.

Presented Bermuda educational seminar at the Memphis Marriott in Memphis, TN., by Jerry Welch. 67 agents attended, literature disseminated.

March 12, 1997

Hosted Bermuda Educational Seminar at the Hotel Thayer, West Point, N.Y. by P. Pitt. 68 people, literature disseminated.

Presented Bermuda educational seminar at the Nashville Marriott in Nashville, TN., by Jerry Welch. 85 agents attended, literature disseminated.

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March 13, 1997

Presented a Bermuda Educational Seminar at the Holiday Inn, Hyannis, MA by R. T. Dillas & D. Adams. 65 travel agents attended, literature disseminated, slide presentation.

Presented a Bermuda educational semianr at the Orlando Marriott in Orlando, FL. by Garth Peters & Jerry Welch. 110 people attended, literature disseminated.

Hosted a Bermuda presentation at the Holiday Inn in Vero Beach, FL., by Marshall Hale. 30 agents attended, literature disseminated.

March 15, 1997

Participated in GIT Travel's "Travel Day", Andover, MA by D. Adams. 86 consumers attended, literature disseminated.

March 17, 1997

Presented a Bermuda Educational Seminar at the Providence Marriott by R.T. Dillas, G.Bean. 104 travel agents attended, literature disseminated, slide presentation.

March 18, 1997

Presented a Bermuda Educational Seminar at the Rocky Hill Marriott, Rocky Hill, CT. by R.T.Dillas, G.Bean. Literature disseminated, slide presentation.

March 19, 1997

Sponsored CTASTA Chapter Meeting at Stamford Marriott Hotel, Stamford, CT by P. Pitt. 50 people, literature disseminated.

March 20, 1997

Presented a Bermuda Educational Seminar at the Westin Hotel, Boston, MA by R.T.Dillas, G.Bean. 86 travel agents attended, literature disseminated, slide presentation.

Participated in Post Dispatch Trade Show, Frontenac Hilton Hotel, Frontenac, MO by T. MacDonald. 350 people attended, literature disseminated.

March 25, 1997

Hosted a Bermuda Educational Seminar at AAA Travel, Rochester, N.Y. by P. Pitt. 70 people, literature disseminated.

March 26, 1997

Hosted Bermuda Educational Seminar at the Twin Tier Association, Binghamton, N.Y. by P.Pitt. 22 people, literature disseminated.

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March 26, 1997

Participated in Star Tribune Trade Show, Minneapolis Convention Center, Minneapolis, MN by T. MacDonald. 1300 people attended, literature disseminated.

April 2, 1997

Hosted a Bermuda Night at AAA Travel, Portland Maine by D.Adams. 47 consumers attended, literature disseminated.

April 7, 1997

Participated in AWTa Travel Trade Show, Westchester Marriott Hotel, Tarrytown, N.Y. by P. Pitt. 300 people, literature disseminated.

April 8, 1997

Hosted a Bermuda Night presentation at AAA Travel, Kennebunk, Maine by D. Adams. 17 consumers attended, literature disseminated.

Presented a Bermuda educational seminar at the Marriott in Greenville, SC., by Jerry Welch. 90 agents attended, literature disseminated.

April 9, 1997

Participated in Maine ASTA Trade Show, Bangor Civic Center, Bangor, ME by D. Adams. 130 Travel agents attended, literature disseminated.

Presented a Bermuda educational seminar at the Adam's Mark hotel in Columbia, SC., by Jerry Welch. 98 agents attended, literature disseminated.

April 10, 1997

Hosted Educational workshop at the Garden City Hotel, Garden City, N.Y. by P. Pitt. 16 people, literature disseminated.

April 11, 1997 - April 11, 1997

Participated in NEMICE '97 at the Hynes Veterans Memorial Convention Center, Boston, Mass. by Mary Castro. Approximately 38 meeting planners and corporate executives visited booth, literature disseminated.

Participated in Trade Show at Ft. Lauderdale Convention Center in Ft. Lauderdale, FL., by Jerry Welch & Garth Peters. 300 people attended, literature disseminated.

April 14, 1997

Hosted Bermuda Educational Seminar at the Town Point Club, Norfolk, VA by M. Outerbridge. 33 agents, literature disseminated.

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April 14, 1997

April 15, 1997

Hosted Bermuda Educational Seminar at the Hotel DuPont, Wilmington, D.E. by M. Outerbridge. 77 agents, literature disseminated.

Hosted a Bermuda night Presentation at AAA Travel, Auburn, Maine by D. Adams. 17 consumers attended, literature disseminated.

April 16, 1997

Hosted Bermuda Educational Seminar at the Hunt Valley Marriott, Baltimore, MD by M. Outerbridge. 64 agents, literature disseminated.

April 17, 1997

Hosted Bermuda Educational Seminar at the Philadelphia Marriott, Philadelphia, PA by M. Outerbridge. 45 agents, literature disseminated.

April 18, 1997

Presented a Bermuda Educational Seminar at Globetrotters, Cambridge, MA by D. Adams. 30 agents attended, literature disseminated.

April 19, 1997

Participated in the Women in Travel Trade Show, Holiday Inn Turf, Albany, N.Y. by P. Pitt. 100 people, literature disseminated.

Participated in the African-American Bridal Show, with New Rochelle Travel at the Hotel Pennsylvania, N.Y.C. by P. Pitt. 2000 people, literature disseminated.

Participated in trade show at the Radisson Convention Center in Miami, FL., by Garth Peters. 330 agents attended, literature disseminated.

April 23, 1997 - April 23, 1997

Hosted a Bermuda presentation at Carlson Wagonlit Travel in Coral Gables, FL., by Marshall Hale & Garth Peters. 10 agents attended, literature disseminated.

April 24, 1997

Hosted Bermuda Educational Seminar at the Princeton Marriott, Pittsburgh, P.A. by J. Guishard. 57 people, literature disseminated.

Hosted a Bermuda presentation at the Colonnade Hotel in Coral Gables, FL., by Garth Peters & Marshall Hale. 60 agents attended,

April 24, 1997 - April 24, 1997
literature disseminated.

May 1, 1997

Presented a Bermuda Educational Seminar at Travel Education Center, Cambridge, MA, by R.T.Dillas. 25 travel agents attended, literature disseminated, slide presentation.

May 8, 1997

Presented a Bermuda Educational Seminar at the Sheraton Hotel, Portsmouth, NH by R.T.Dillas, D.Adams. 39 travel agents attended, literature disseminated, slide presentation.

May 13, 1997 - May 13, 1997

Presented a Bermuda Educational Seminar at the Westin Hotel, Atlanta, GA by G. Peters & J. Welch. 70 agents attended. Literature disseminated.

Presented a Bermuda Educational Seminar at the Marriott Brookfield Hotel, Milwaukee, WI by T. MacDonald. 18 travel agents attended, literature disseminated and video shown.

May 14, 1997 - May 14, 1997

Hosted a Bermuda presentation at World Travel Partners in Atlanta, GA., by G. Peters. 60 agents attended. Literature disseminated.

May 20, 1997

Participated in the Women in Travel Trade Show, Holiday Inn, Syracuse, N.Y. by P. Pitt. 100 people, literature disseminated.

May 21, 1997

Participated in the Women in Travel Trade Show, Burgandy Basin Inn, Rochester, N.Y. by P. Pitt. 75 people, literature disseminated.

Participated in Coopers & Lybrand/Mutual Insurance Conference at the Meridien Hotel, Boston, MA by R.T.Dillas. 50 consumers attended literature disseminated.

May 22, 1997

Participated in the Women in Travel Trade Show, Salvatore's Italian Gardens, Depew, N.Y. by P.Pitt. 75 people, literature disseminated.

May 28, 1997

Hosted a Bermuda Presentation at National Leisure Group, Woburn, MA by D.Adams. 200 Reservation agents attended, literature disseminated.

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May 28, 1997

May 29, 1997 - May 29, 1997

Participated in GWSAE's Springtime in the Park at the Sheraton Washington Hotel, Washington, DC by Karin Darrell. Approximately 48 association planners visited booth, literature disseminated.

June 2, 1997 - June 2, 1997

Hosted In-House presentation Tzell Travel, New York, N.Y. by J. Guishard. 80 people, literature disseminated.

June 3, 1997 - June 3, 1997

Presented a Bermuda Educational seminar at the Doubletree Lakeside Hotel in New Orleans, LA., by G. Peters & M. Hale. 125 agents attended, literature disseminated.

Hosted a Bermuda presentation at the Doubletree Lakeside hotel in New Orleans, by G. Peters & M. Hale. 30 people attended. Literature disseminated.

June 4, 1997 - June 4, 1997

Hosted In-House Bermuda High Tea for Liberty Travel, Rocky Point, NY. by P. Pitt. 13 people, literature disseminated.

Attended ASTA Great American Conference, Orlando, FL. by J. Guishard, 800 agents, literature disseminated.

Attended ASTA conference at Disney Yacht Club in Orlando, FL by J. Welch, G. Peters & M. Hale. 400 people attended. Literature disseminated.

June 9, 1997 - June 9, 1997

Presented a Bermuda Educational Seminar at The Ritz Carlton, San Francisco, CA by Glenn Bean. 83 travel agents attended, literature disseminated.

Participated in a Golf Promotion with the Peabody Lions Club at the Towne Lyne House, Springfield, MA by RTD, DA. 200 consumers attended, literature disseminated.

June 10, 1997 - June 10, 1997

Presented a Bermuda Educational Seminar at the Marriott Hotel, Woodland Hills, CA by Glenn Bean. 30 travel agents attended, literature disseminated.

June 11, 1997 - June 11, 1997

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June 11, 1997 - June 11, 1997

Presented a Bermuda Educational Seminar at the Marriott Hotel, Torrance, CA by Glenn Bean. 43 travel agents attended, literature disseminated.

Hosted a Bermuda presentation at Adventure Travel in Roswell, GA., by G. Peters. 18 agents attended. Literature disseminated.

June 12, 1997 - June 12, 1997

Presented a Bermuda Educational Seminar at the Westin Hotel, Costa Mesa, CA by Glenn Bean. 103 travel agents attended, literature disseminated.

Attended trade show with Certified Vacations in Ft. Lauderdale, FL., by G. Peters. 270 people attended. Literature disseminated.

June 13, 1997 - June 13, 1997

Presented a Bermuda Educational Seminar at The Bel-Air, Los Angeles, CA by Glenn Bean. 92 travel agents attended, literature disseminated.

June 17, 1997

Presented a Bermuda Educational Seminar at the Travel Education Center in Cambridge, MA by D. Adams. 23 students attended, literature disseminated, slide presentation.

Hosted a Bermuda presentation at GoGo Tours in Atlanta, GA by G. Peters. 6 agents attended. Literature disseminated.

June 18, 1997 - June 18, 1997

Presented a Bermuda Educational Seminar at The Ritz Carlton, Pasadena, CA by Glenn Bean. 25 travel agents attended, literature disseminated.

Hosted a Bermuda presentation a Uniglobe VIP Travel in Atlanta, GA by G. Peters. 6 agents attended. Literature disseminated.

Hosted a Bermuda presentation at Sarasota Airport Restaurant in Sarasota, FL, by M. Hale. 100 consumers attended. Literature disseminated.

June 19, 1997 - June 19, 1997

Presented a Bermuda Educational Seminar at the Four Seasons Biltmore, Santa Barbara, CA by Glenn Bean. 10 travel agents attended, literature disseminated.

Hosted a Bermuda presentation at First Travel Corp. in Atlanta, GA., by G. Peters. 10 agents attended. Literature disseminated.

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June 19, 1997 - June 19, 1997

June 20, 1997 - June 20, 1997

Hosted a Bermuda presentation at GoGo Tours in Lilburn, GA., by G. Peters. 8 agents attended. Literature disseminated.

SCHEDULES A & B - CHICAGO OFFICE
JANUARY 1, 1997 - JUNE 30, 1997

SCHEDULE "A"

OPENING BALANCE JANUARY 1, 1997	\$51,978.00	
FUNDS RECEIVED FROM BERMUDA	<u>\$125,172.00</u>	
		\$177,150.00

SCHEDULE "B"

SALARIES	\$220.00	
OTHER PERSONNEL COSTS	\$33,497.00	
TRAVEL & ENTERTAINMENT	\$40,487.00	
TELEPHONE/POSTAGE/SHIPPING	\$19,012.00	
PROFESSIONAL SERVICES	\$31,986.00	
MEMBERSHIP FEES	\$633.00	
OFFICE & EQUIPMENT RENTALS	\$618.00	
OFFICE & EQUIPMENT REPAIRS	\$184.00	
OFFICE & PROPERTY INSURANCE	\$2,382.00	
ELECTRICITY	\$593.00	
SUPPLIES & EQUIPMENT	\$2,443.00	
SPECIAL SALES PROMOTIONS	\$20,014.00	
PRINTING	\$2,419.00	
		<u>\$154,488.00</u>
CLOSING BALANCE JUNE 30, 1997		\$22,662.00

SCHEDULES A & B - NEW YORK OFFICE
JANUARY 1 - JUNE 30, 1997

SCHEDULE "A"

OPENING BALANCE JANUARY 1, 1997	\$1,013,036.00	
FUNDS RECEIVED FROM BERMUDA	\$1,261,731.00	
		\$2,274,767.00

SCHEDULE "B"

SALARIES	\$10,282.00	
OTHER PERSONNEL COSTS	\$265,556.00	
TRAVEL & ENTERTAINMENT	\$151,967.00	
TELEPHONE/POSTAGE/SHIPPING	\$246,268.00	
PROFESSIONAL SERVICES	\$554,411.00	
MEMBERSHIP FEES	\$19,979.00	
OFFICE & EQUIPMENT RENTALS	\$231,980.00	
OFFICE & EQUIPMENT REPAIRS	\$20,512.00	
INSURANCE	(\$25,812.00)	
ELECTRICITY	\$0.00	
SUPPLIES & EQUIPMENT	\$39,077.00	
SPECIAL SALES PROMOTIONS	\$328,874.00	
PRINTING	\$50,699.00	
		\$1,893,793.00
CLOSING BALANCE JUNE 30, 1997		\$380,974.00



Bermuda

Department of Tourism

PUBLICATIONS DISTRIBUTED BY
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JANUARY- JUNE 30, 1997

<u>QUANTITY</u>	<u>PUBLICATIONS</u>	<u>PREPARED & PRINTED BY</u>
78,050	Where To Stay in Bermuda	Acme Printing, MA
8,704	Bermuda Nov.-March Brochure	PBM Graphics, NC
99,280	Travel Tips	Island Press, Bermuda
49,378	Bermuda Golf Guide	Acme Printing, MA
56,891	Summer Rate Sheets	Island Press, Bermuda
15,769	Fall to Spring Rate Sheets	Island Press, Bermuda
279	1995/96 Bermuda Blue Books	Bermuda Press, Bermuda
117,078	Handy Reference Map	Bermuda Press, Bermuda
49,091	Bermuda Sand Bags	Kinney Associates, NJ
1,000	Large Map Posters	Allan O'Keefe Group, CT
657	Golf Posters	Allan O'Keefe Group, CT
34,563	Bermuda Shell Brochures	Island Press, Bermuda
25,000	Bermuda Letterheads	Hart Multi-Copy, NY
739	Bermuda Window Displays	Allan O'Keefe Group, CT
24150	Bermuda Secrets	Bermuda Press, Bermuda
16,850	Bermuda Postcards	Island Press, Bermuda
13,760	Bermuda Plastic Bags	Amco Plastics, NY
64,427	Important Notice Flyers	Metro Seliger Industries, NY
0	Nov-Mar Travel Agents Guide	Rapp, Collins, Marcoa, NY
74,336	What To Do Rate Sheet	Island Press, Bermuda
147,604	What to Do In Bermuda	Acme Printing, MA

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JANUARY - JUNE 1997

<u>QUANTITY</u>	<u>PUBLICATIONS</u>	<u>PREPARED & PRINTED BY</u>
200	Natural & Cultural Heritage Guide	Bermuda Press, Bermuda
2,645	Bermuda Where to Dive	BDOT, Bermuda
31,975	Bermuda Family Guide 1996	The Lane Press, VT
1,637	Bermuda Snorkeling Poster	Acme Printing, MA
5,306	Group Meeting Guide	DDB Needham, NY
49,828	Wedding & Honeymoon Guide 1997	Bridal Guide, NY
1,200	Tennis Posters	Citation Graphics, NY
10,400	Bermuda Festival	Island Press, Bermuda
6,565	Calendar of Events	Island Press, Bermuda

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SCHEDULES A & B - ATLANTA OFFICE
JANUARY 1, 1997 - JUNE 30, 1997

SCHEDULE "A"

OPENING BALANCE JANUARY 1, 1997	\$88,587.00
FUNDS RECEIVED FROM BERMUDA	\$153,970.00

\$242,557.00

SCHEDULE "B"

SALARIES	\$2,779.00
OTHER PERSONNEL COSTS	\$42,926.00
TRAVEL & ENTERTAINMENT	\$40,865.00
TELEPHONE/POSTAGE/SHIPPING	\$44,925.00
PROFESSIONAL SERVICES	\$5,896.00
MEMBERSHIP FEES	\$0.00
OFFICE & EQUIPMENT RENTALS	\$15,145.00
OFFICE & EQUIPMENT REPAIRS	\$115.00
INSURANCE	\$4,543.00
ELECTRICITY	\$0.00
SUPPLIES & EQUIPMENT	\$5,023.00
SPECIAL SALES PROMOTIONS	\$22,656.00
PRINTING	\$5,165.00

\$190,038.00

CLOSING BALANCE JUNE 30, 1997

\$52,519.00

SCHEDULES A & B - BOSTON OFFICE
JANUARY 1 THROUGH JUNE 30, 1997

SCHEDULE "A"

OPENING BALANCE JANUARY 1, 1997	\$58,221.00	
FUNDS RECEIVED FROM BERMUDA	<u>\$158,207.00</u>	
		\$216,428.00

SCHEDULE "B"

SALARIES	\$2,551.00	
OTHER PERSONNEL COSTS	\$43,379.00	
TRAVEL & ENTERTAINMENT	\$43,062.00	
TELEPHONE/POSTAGE/SHIPPING	\$21,950.00	
PROFESSIONAL SERVICES	\$8,192.00	
MEMBERSHIP FEES	\$619.00	
OFFICE & EQUIPMENT RENTALS	\$6,916.00	
OFFICE & EQUIPMENT REPAIRS	\$802.00	
OFFICE & PROPERTY INSURANCE	\$8,828.00	
ELECTRICITY	\$855.00	
SUPPLIES & EQUIPMENT	\$6,452.00	
SPECIAL SALES PROMOTIONS	\$35,935.00	
PRINTING	\$1,814.00	
		\$179,541.00
CLOSING BALANCE JUNE 30, 1997		\$36,887.00